

Iowa AAP Expanding Opportunities and Planning for the Future

The Commerce Center of Southeast Iowa located in America's heartland at the Iowa Army Ammunition Plant (IAAAP), operated by American Ordnance LLC, is six miles from Burlington, Iowa. Currently, several options are underway to enhance the ARMS Program for customers at the Commerce Center. The objective is to attract new tenants that in the past may not have considered commercial development under the umbrella of the ARMS Program.

Currently, the Commerce Center is focusing on two overarching commercial development concepts. The first concept includes preparing two highly marketable buildings for commercial development and the marketing campaign to enhance this effort. These two buildings



Aerial view of the Commerce Center of Southeast Iowa.

form the cornerstone of a new Commerce Center development area for companies interested in buildings in a ready-to-occupy condition. The initial step in developing these properties is an update of the property analysis. These buildings can meet various business capabilities including fabrication, assembly, light manufacturing, or warehousing and distribution.

The second concept envisions a new business park on the eastern side of the IAAAP on green space. The attractiveness of this approach is that major regional

development already exists nearby and a new business park is a logical location for continued area economic growth, development, and diversification. Doug Hanify, the Commerce Center Director for Commercial Development, indicated a new business park in this location would present another option to companies for consideration when evaluating development sites. "In fact, there is ongoing interest right now in this area due to its proximity to the regional medical center and community college," said Hanify.

In the case of the business park, a critical step is initia-

tion of a site planning survey. This survey will address drainage, utility hookups, transportation right-of-ways, provide maps, and an architect's conceptual building layout. This will ensure that development is done in the best way possible to meet client needs.

The Commerce Center's focus on marketing newly available facilities and development planning is key to area and national companies considering the Commerce Center in their site selection process. For additional information about the Commerce Center, please call Doug Hanify at 1-888-753-7023 or visit www.commercecenterse Iowa.com.



Proposed business park.



MSAAP Industrial Complex - Building 9355



What is considered by many as the finest building at the MSAAP Industrial Complex has recently become available for lease. Building 9355 is a state-of-the-art manufacturing building constructed in 1988 featuring substantial electrical distribution and wired for high-speed communication. Two covered truck docks, two ground level overhead doors and side load capability facilitate efficient shipping through the facility.

16,000 square feet of administrative space makes the 60,000 square foot facility well suited for a fully self-contained manufacturing or assembly operation. The building has

overhead clearance of 15 feet under existing utilities with 8-inch reinforced concrete floors. Fully air conditioned, the building can support electronic or other manufacturing processes requiring tight tolerances.

As an added benefit for businesses, the building is located at the crossroads of interstates I-10 & I-59 and is in a Foreign Trade zone within close proximity to the major seaports of New Orleans and Gulfport. The MSAAP Industrial Complex's location on the prestigious John C. Stennis Space Center presents numerous business opportunities for the right venture.

Property Specifications:

- First floor: 440 feet X 120 feet
- Second floor: 103 feet X 78 feet
- Wall Construction: Insulated corrugated metal panels with metal interior panels
- Lighting: High intensity sodium & fluorescent
- Column Spacing: 29 feet north/south and 40 feet east/west
- Fire protection: Entire building is sprinkled and looped by risers and plugs
- Adjacent parking: 200 spaces
- Compressed air: 400 cfm rated reciprocating type compressor

Go to www.msaap.com for further information or call Wayne Gougnet at 228-689-8170.



Office.



Virginia Railcar Services New ARMS Tenant Railroad Operator at Allied Radford Plant

Alliant Ammunition and Powder Company, LLC, (AAPC) Facility Contractor of the Radford Army Ammunition Plant, welcomed Virginia Railcar Services (VRS) as the new ARMS Tenant operator of the plant railroad effective August 1, 2002. AAPC worked with a number of short rail operators over the last several years to develop scopes of work and the best financial arrangement for the Government.

The plant rail system is unique in the fact that the 31 miles of track are split between the Radford location, which has two separate access points to a main Norfolk Southern Line, and the storage area in Dublin, VA about 10 miles from the main plant, also connected to a Norfolk Southern Line. VRS

will utilize a new heavy duty Government owned Shuttlewagon for shifting empty storage cars at the Dublin site due to the remote location.

The Facility Use Agreement developed between AAPC and VRS provides for the operation and maintenance of all track and equipment, and allows facility use of idle track for storage of empty rail cars. Storage fees generate revenue for VRS with a share going to the Government as consideration.

VRS is a well-established business, having operated similar agreements at the Volunteer and Holston AAP GOCO sites for several years. Although similar in the fact that all three plants have their own railroad systems, there are major differences in the condition, configuration, and utilization of the track and other rail facilities at each location.

Daily shifting activities to support plant operations include materials handling of railcars of



Shuttlewagon.

coal, alcohol, ammonia, ether, cellulose, glycerin, acids and others. Also, the plant stores coal for Virginia Tech University under a separate Facility Use Agreement. VRS will handle the in and outbound movements of these cars to Radford's pollution abated coal storage pad area, which will handle in excess of 100,000 tons stored.

VRS will procure utilities and available services from AAPC's active operations on an as needed basis.

AAPC and VRS officials look forward to a highly successful long-term relationship that will benefit all involved parties, particularly the U.S. Army.

Radford fully participates in the ARMS Facility Use Program, offering available facilities for use as well as Services. Services/Products available include chemical processing, laboratory, hazards analysis and testing, maintenance, fire department, process development, metrology, media services, machine tool shop, ballistics testing, and storage.

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Idle rails.



Cellular phone coverage comes to Stennis

The NASA John C. Stennis Space Center in south Mississippi was a black hole for most businessmen visiting the federal facility up until just recently.

Cellular phone coverage was practically non existent, except for weak coverage from towers some distance from Stennis. Many years of negotiation to place a tower on the site never could overcome the fact that Stennis is a Federal facility; that is until Cingular Wireless approached Mason Technologies

Inc., the facility contractor at the MSAAP Industrial Complex.

The Army Ammunition Plant occupies 4,300 acres on the north side of Stennis. Under the Armament Retooling and Manufacturing Support (ARMS) Initiative, Mason Technologies Inc. was able to negotiate a long term contract allowing Cingular to construct a 280 foot tower in the center of the complex. To sweeten the deal, Mason Technologies provided electrical power to the tower site using funding pro-

vided by the ARMS Incentive. Now visitors using Cingular Wireless service can receive a signal inside any building on Stennis, which was virtually impossible a year ago!



Cingular Wireless tower at the MSAAP Industrial Complex.

Lone Star AAP on the Move

The Lone Star Division Day & Zimmermann, Inc. currently has four tenants with a total of 64 employees.

ADF (American Dehydrated Foods) is a company that dehydrates reject eggs to make a component of pet food. This company provides a lease payment and payment for their utilities usage.

TEC Linens is using a laundry facility, which had been deactivated as we downsized, to perform commercial laundry services. They provide lease fees for use of the laundry.

Lone Star Rail Storage leases railway at Lone Star AAP for storing railcars loaded with plastic pellets. Their agreement with us provides for repair of railways and lease fees.



Lone Star Rail Storage.

Additionally, Lone Star Rail Storage has agreed to relocate rail cars within the plant for Lone Star AAP with their on-site locomotive.

MTD (Munition Technologies Division of Day & Zimmermann) leases space at Lone Star to conduct ammunition related contracting. This company was previously located within the city limits of Texarkana, Texas, but Day & Zimmermann and Lone Star AAP realized further economies by establishing an on-site office.

These tenants provide numerous benefits to Lone Star AAP and their companies by locating here. Ralph Tollett states, "we appreciate the opportunity to have them on board. We are encouraging further growth in this area by getting new tenants

and fostering growth of the ones we have.

"We have been taking advantage of being able to contract with parties other than the US Army since it was first allowed. Third party contracting has generated a \$25,184,300 offset to Lone Star overhead from 1997 to 2001. This equates to more than \$5 million dollars per year of direct benefits to The United States Government."

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